## JOURNEY THROUGH HALLOWED GROUND

## Profit and Loss Comparison

October 2022 - August 2023

|  | ТС                  | DTAL                         |
|--|---------------------|------------------------------|
|  | OCT 2022 - AUG 2023 | OCT 2021 - AUG 2022 (PY)     |
| Income   |                     |                              |
| 4001 Individual Donations  | 108,772.32          | 708,355.41                   |
| 4005 Corporate Donations   | 254.18              | 3,598.26                     |
| 4010 Foundation  | 110,278.04          | 199,191.05                   |
| 4110 Federal grants  | 500,000.00          | 453,496.00                   |
| 5210 Tuition   | 828,335.00          | 567,145.00                   |
| 5215 Online Tuition  | 6,840.00            | 8,075.00                     |
| 5219 Scholarship - Discount                                      | -674,905.00         | -408,771.25                  |
| 5300 Merchandise Sales   |                     | 284.10                       |
| 5301 Merchandise Sales - Taxable                                 |                     | -11.05                       |
| 5302 Non-taxable Merchandise Sales                               | 100.00              |                              |
| Total 5300 Merchandise Sales                                     | 100.00              | 273.05                       |
| 5400 Interest/Dividend Income                                    | 14,933.35           | 6,067.31                     |
| 6820 Realized gain (loss)  | -2,578.02           | -18,060.35                   |
| Total Income   | \$892,029.87        | \$1,519,369.48               |
| GROSS PROFIT   | \$892,029.87        | \$1,519,369.48               |
| Expenses   | . ,                 | . , ,                        |
| 7500 Professional Fees   | 147,588.20          | 126,623.53                   |
| 8100 Supplies  | 30,859.21           | 43,110.92                    |
| 8200 Telework Expenses   | 2,000.00            | 2,800.00                     |
| 8220 Rent & Utilities  | _,000.00            | -96.09                       |
| 8230 Telephone & telecom   | 3,272.19            | 3,871.76                     |
| 8250 Postage & Shipping  | 1,376.61            | 1,349.40                     |
| 8260 Printing & Copying  | 4,325.45            | 2,828.22                     |
| 8270 Depreciation  | 5,417.91            | 4,422.92                     |
| 8280 Amortization  | 14,527.55           | 34,158.70                    |
| 8290 Storage   | 891.68              | 550.00                       |
| 8300 Travel  | 26,551.82           | <b>25,170.9</b> 3            |
| 8350 Meals   | 318.86              | 20,170.90                    |
| 8410 Event Catering  | 310.00              | 1,195.05                     |
| 8420 Event Rental  |                     | 3,580.85                     |
| 8430 Event - Other   | 17,850.25           | 275.00                       |
| 8510 Insurance (non-employee related)                            | 18,754.55           | 19,537.54                    |
| 8530 Membership Dues, Accreditations, Subscriptions, Periodicals | 6,892.58            | 4,332.87                     |
| 8540 Staff Develop, Recruit, Bkgrnd cks                          | 16,144.30           | 4,332.07<br><b>4,440.9</b> 6 |
| 8550 Software/Cloud Subscriptions                                | 35,677.27           | 26,247.57                    |
| 8560 Student Registration Fees (Third-party)                     | 13,958.10           | 16,580.04                    |
| 8570 Website - expensed costs                                    | 2,725.25            | 1,630.86                     |
| 8610 Sales taxes   | 2,725.25            | 11.00                        |
|  |                     |                              |
| 8630 Business fees - Registration & Other                        | 7,105.00            | 621.09                       |
| 8650 Bank Fees, other processing fees                            | 2,426.13            | 313.64                       |
| 8660 Credit Card Processing                                      | 2,935.76            | 4,867.08                     |
| 8700 Student Recruiting  | 33,275.38           | 65,779.61                    |

|   | TOTAL               |                          |
|---|---------------------|--------------------------|
|   | OCT 2022 - AUG 2023 | OCT 2021 - AUG 2022 (PY) |
| 8730 Marketing - email, direct mail, other    | 1,775.53            | 5,678.88                 |
| 8740 Academy Facilities                       |                     |                          |
| 8741 Facility Costs - Staff Training Session  | 5,880.00            | 5,600.00                 |
| 8742 Room & Board - Facility, Student Session | 175,200.00          | 132,840.19               |
| 8743 Lodging - Field Trip Overnight           | 33,393.44           | 21,505.08                |
| Total 8740 Academy Facilities                 | 214,473.44          | 159,945.27               |
| 8750 Meals, non-Facility (Field Trips)        | 52,770.30           | 34,047.66                |
| 8760 Field Trips                              | 137,292.40          | 129,620.21               |
| 9999 Miscellaneous Expense                    | 10.45               | -8.86                    |
| Payroll Expenses                              | 165.38              |                          |
| Company Contributions                         |                     |                          |
| ER Cost Ancillary Insurance                   | 11,367.12           | 13,783.70                |
| Health Insurance                              | 21,382.90           | 19,032.97                |
| Retirement                                    | 10,847.93           | 11,351.55                |
| Total Company Contributions                   | 43,597.95           | 44,168.22                |
| Taxes   | 30,268.10           | 36,705.94                |
| Wages   | 425,168.75          | 503,082.52               |
| Total Payroll Expenses                        | 499,200.18          | 583,956.68               |
| QuickBooks Payments Fees                      | 14.61               |                          |
| Total Expenses                                | \$1,300,437.04      | \$1,307,443.29           |
| NET OPERATING INCOME                          | \$ -408,407.17      | \$211,926.19             |
| NET INCOME                                    | \$ -408,407.17      | \$211,926.19             |